

Message Text

LIMITED OFFICIAL USE

PAGE 01 MOSCOW 04434 132134Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 L-03 CIAE-00 INR-10 NSAE-00
OES-07 DOE-11 SOE-02 /054 W
-----092909 140504Z /17
R 131609Z MAR 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 8917
INFO USDOC WASHDC

LIMITED OFFICIAL USE MOSCOW 04434

USDOC FOR BEWT/TDAD (STEIN)

E.O. 11652: N/A
TAGS: EEWT, EIND, UR
SUBJECT: DRESSER INDUSTRIES CONTRACT NEGOTIATIONS FOR
DRILL BIT PLANT
REF: (A) STATE 51935, (B) MOSCOW A-66

1. COMATT HAD CONVERSATION ON SUBJECT NEGOTIATIONS WITH
JACK MURPHY, SENIOR V.P. (OPERATIONS) FOR DRESSER
INDUSTRIES, AND STORY HE GAVE MESHES IN MOST DETAILS
WITH ACCOUNT CONTAINED REFTEL. WE WILL HAVE ADDED
COMMENTS BASED ON THAT CONVERSATION AND ONE OTHER AS
SOON AS COMATT RETURNS FROM TRIP TO KHABAROVSK/NAKHODKA
ON OR ABOUT MARCH 20.

2. IN MEANTIME, USDOC/BEWT'S ATTENTION IS DRAWN TO
AIRGRAM REPORT (REF B) OF RECENT MEETING BETWEEN
RESIDENT BUSINESSMEN IN MOSCOW AND A GROUP OF GRADUATE
BUSINESS SCHOOL PROFESSORS IN WHICH POINT WAS
REPEATEDLY MADE BY EXPERIENCED BUSINESS DISCUSSANTS
THAT IN DEALING WITH SOVIETS, A U.S. FIRM SHOULD NEVER
BE LULLED INTO CONSIDERING AN AGREED-UPON PROTOCOL
AS A SIGNED CONTRACT OR ANYTHING APPROACHING IT. TOON
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PAGE 02 MOSCOW 04434 132134Z

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS, NEGOTIATIONS, INDUSTRIAL PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 13 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW04434
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780112-0643
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780376/aaaacmat.tel
Line Count: 55
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 464b74c8-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 51935, 78 MOSCOW A-66
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3353125
Secure: OPEN
Status: NATIVE
Subject: DRESSER INDUSTRIES CONTRACT NEGOTIATIONS FOR DRILL BIT PLANT
TAGS: EEWT, EIND, UR, US, DRESSER INDUSTRIES, (MURPHY, JACK)
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/464b74c8-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014